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2 1. An interactive mortgage origination system for business-to-business use
3 via selected point-of-access professionals, the system comprising:

4 a borrower service center for receiving loan application information
5 pertaining to a potential borrower into a database and for receiving a loan
6 approval status; and

7 a qualification processing engine that receives the loan application
8 information from the database and outputs a plurality of qualified loan programs
9 to the database, each loan program comprising rate and commission information.

10 2. The system as recited in claim 1, further comprising:

11 a pipeline monitor for accessing the database and obtaining stored
12 commission information associated with a processing status of pending
13 mortgages, the processing status including at least one of active, approved,
14 floating, locked and closed mortgages.

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16 3. The system as recited in claim 2, wherein the pipeline monitor displays at
17 least one of branch commissions, manager commissions, and solicitor commissions.

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19 4. The system as recited in claim 1, further comprising a remote access
20 terminal in communication with the borrower service center, the terminal displaying
21 qualified loan programs including the rate and commission information associated with
22 each loan program.
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1 5. The system as recited in claim 4, wherein the remote access terminal is a
2 wireless enabled personal digital assistant (PDA).

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4 6. The system as recited in claim 4, wherein the remote access terminal
5 provides a visual indicator to the Realtor when the commission information of a qualified
6 loan program is below a previously specified minimum commission.

7 7. The system as recited in claim 4, wherein the remote access terminal will
8 display qualified loan programs in a table, wherein each row of the table contains rate and
9 commission information about a specific qualified loan program.

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11 8. The system as recited in claim 1, wherein the borrower service center
12 provides a real-time pre-approval letter for the qualified loan programs.

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14 9. The system as recited in claim 1, wherein the qualification processing
15 engine outputs a cautionary qualification when a borrower may not qualify for a program
16 based on lender guidelines, and qualifies for the program based on automated
17 underwriting guidelines.

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2 10. In a computer based mortgage origination system, a method for Realtor-
3 assisted loan shopping and origination, comprising:
4 receiving from a Realtor information about a borrower;
5 transmitting to the Realtor a list of loan programs for which the borrower
6 is qualified, wherein the list of qualified loan programs includes a range of
7 interest rates and a range of commissions associated with listed loan programs;
8 and
9 receiving a loan application from the Realtor on behalf of the borrower for
10 a loan program selected from the qualified loan program list.

11 11. The method of claim 10, wherein the list of qualified loan programs
12 further includes loan information comprising: term, points, and loan type.

13
14 12. The method of claim 10, wherein the list is sorted according to rate.

15
16 13. The method of claim 10, wherein the list is sorted according to
17 commission.

18 14. The method of claim 10, wherein the list includes loan programs for which
19 the borrower receives a cautionary qualification.

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21 15. The method of claim 10, wherein the list indicates when a qualified loan
22 program provides a commission lower than a pre-selected minimum commission.

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2 16. A method for originating a loan for a borrower, the method comprising:
3 prompting a Realtor concerning loan origination for a borrower;
4 qualifying the borrower for at least one loan program;
5 obtaining a list of qualified loan programs, each qualified loan program
6 including a rate and a commission;
7 presenting at least one qualified loan program to the borrower;
8 applying on behalf of the borrower for one qualified loan program to
9 procure a loan application; and
10 monitoring status of the loan application and commission pipeline.

11 17. The method of claim 16, wherein prompting the Realtor concerning legal
12 requirements of loan origination comprises:
13 prompting the Realtor to obtain the borrower's authorization; and
14 prompting the Realtor to consult with the borrower on home buying and
15 loan processing.

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17 18. The method of claim 17, wherein obtaining the borrower's authorization
18 includes:
19 printing and reviewing required regulatory forms with the borrower, the
20 regulatory forms including at least one of a Certification Authorization or an
21 Affiliated Disclosure Form; and
22 the borrower signing the regulatory forms.
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1 19. The method of claim 17, wherein obtaining the borrower's authorization
2 includes obtaining an electronic signature to authorize mortgage origination.

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4 20. The method of claim 17, further comprising analyzing mortgage
5 qualification and payment scenarios of various available loan programs with the
6 borrower.

7 21. The method of claim 16, wherein applying for a qualified loan program
8 includes submitting previously entered online application information, receiving an
9 application fee from the borrower, and reviewing a list of documents required to obtain
10 the desired qualified loan program.

11 22. The method of claim 16, wherein qualifying the borrower further
12 comprises:
13 acquiring borrower credit scores;
14 qualifying a borrower application for a specific loan program based in part
15 on acquired borrower credit scores; and
16 returning a list of qualified loan programs and respective loan information,
17 wherein the loan information comprises term, points, associated interest rate, and
18 commission rate.
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20 23. The method of claim 22, wherein qualifying the borrower application
21 further includes modifying loan search criteria to include addition loan programs outside
22 of a requested search scope.
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1 24. The method of claim 22, wherein the list of qualified loan programs
2 contains loan programs having cautionary qualification.

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4 25. The method of claim 24, wherein cautionary qualification is borrower
5 qualification that falls outside of the normal lender guidelines and is subject to automated
6 underwriting approval.

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8 26. The method of claim 22, wherein the list of qualified loan programs
9 contains loan programs having a minimum commission amount.

10 27. The method of claim 26, wherein the list of qualified loan programs
11 includes a visual indicator for loan programs that provide a commission that is below the
12 desired minimum commission.

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14 28. The method of claim 22, further comprising providing an option to
15 eliminate the commissions from being displayed on the list with the loan programs.

16 29. The method of claim 16, wherein the step of monitoring the loan
17 application includes locking a rate for the mortgage prior to closing.

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19 30. The method of claim 16, wherein the step of monitoring the loan
20 application includes checking on at least one of: appraisal status, processor information,
21 required documentation needed to approve a mortgage, and the conditions of the
22 commitment to close the mortgage transaction.

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31. A qualification processing apparatus, the apparatus comprising:
an input for receiving borrower data;
a database of loan products;
a comparison module for evaluating the borrower data against all loan products in the database and generating a list of all loan programs to which the borrower qualifies; and
a rate filter for receiving the list of qualified loan programs, the rate filter comparing the list to investor and proprietary guidelines and generating a rate matrix for each qualified loan program; and
a commission filter for receiving the rate matrix and filtering the rate matrix for commissions that are outside of minimum commission guidelines, the commission filter generating a list of qualified loan programs.

32. The apparatus as recited in claim 31, wherein the comparison module for evaluating the borrower data based upon at least one of comparison of state, credit score, documentation level, FNMA Loan classification, Loan Usage, Property type, LTV, Rate lock availability, Income verification requirements, and Investor's commission and yield spread premium (YSP) limits.

33. The apparatus as recited in claim 31, commission filter sorts the list of qualified programs according to the lowest mortgage rate and where mortgage rates are equal the list is sorted according to the highest commission.

1 34. The apparatus as recited in claim 33, wherein the apparatus packages the
2 matrix of qualified rates and commissions to allow selection of a desired rate for a
3 specific, qualified program based on rate.
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